

VIRGINIA SLIMS
1994 FEB V-WEAR ALLOCATIONS

20 DEAL CARTON WITH LIPSTICK LIGHTER					20 DEAL 2 PACK WITH VANITY MIRROR				
MARKET	TOTAL RET MASTR SS CTN ACCTS	BASE ALLOC	INCREM ALLOC	TOTAL CTN KITS ALLOC	TOTAL RET MASTR PACK ACCTS	BASE ALLOC	INCREM ALLOC	TOTAL PACK KITS ALLOC	
	100+CPW				100+CPW				
100 HARTFORD	72	72	6	78	927	927	53	980	
1E0 ALBANY	130	130	10	140	725	725	41	766	
1H0 NEW YORK	742	742	59	801	4,741	4,741	270	5,011	
1I0 PHILADELPHIA	434	434	35	469	1,730	1,730	99	1,829	
TOTAL REGION 1	1,378	1,378	110	1,488	8,123	8,123	463	8,586	
2A0 BALTIMORE	203	203	16	219	671	671	38	709	
2B0 WASHINGTON	343	343	27	370	1,071	1,071	61	1,132	
2C0 RICHMOND	652	652	52	704	1,407	1,407	80	1,487	
2E0 CHARLOTTE	608	608	48	656	1,190	1,190	68	1,258	
2F0 COLUMBIA	331	331	26	357	937	937	53	990	
2G0 GREENVILLE	211	211	17	228	664	664	38	702	
2H0 KNOXVILLE	498	498	40	538	1,268	1,268	72	1,340	
2I0 NASHVILLE	380	380	30	410	890	890	51	941	
2J0 ATLANTA	522	522	42	564	1,690	1,690	96	1,786	
2K0 BIRMINGHAM	393	393	31	424	1,401	1,401	80	1,481	
2L0 SAVANNAH	238	238	19	257	670	670	38	708	
2M0 JACKSONVILLE	265	265	21	286	672	672	38	710	
2N0 PENSACOLA	260	260	21	281	942	942	54	996	
2P0 TAMPA	294	294	23	317	1,310	1,310	75	1,385	
2Q0 MIAMI	52	52	4	56	622	622	35	657	
TOTAL REGION 2	5,250	5,250	418	5,668	15,405	15,405	877	16,282	
3A0 ST. LOUIS	361	361	29	390	806	806	46	852	
3D0 MEMPHIS	343	343	27	370	954	954	54	1,008	
3E0 JACKSON	285	285	23	308	711	711	40	751	
3F0 LITTLE ROCK	389	389	31	420	717	717	41	758	
3G0 NEW ORLEANS	397	397	32	429	843	843	48	891	
3H0 LAKE CHARLES	166	166	13	179	271	271	15	286	
3I0 DES MOINES	280	280	22	302	564	564	32	596	
3M0 OKLAHOMA CITY	513	513	41	554	866	866	49	915	
3N0 DALL/FT. WORTH	412	412	33	445	1,702	1,702	97	1,799	
3O0 HOUSTON	259	259	21	280	1,604	1,604	91	1,695	
3S0 SAN ANTONIO	165	165	13	178	700	700	40	740	
TOTAL REGION 3	3,570	3,570	284	3,854	9,738	9,738	555	10,293	
4A0 PITTSBURGH	273	273	22	295	819	819	47	866	
4F0 DETROIT	251	251	20	271	1,766	1,766	101	1,867	
4G0 GRAND RAPIDS	253	253	20	273	862	862	49	911	
4H0 TOLEDO	303	303	24	327	747	747	43	790	
4L0 CHICAGO	426	426	34	460	2,223	2,223	127	2,350	
4N0 GREEN BAY	239	239	19	258	435	435	25	460	
4P0 SIOUX FALLS	199	199	16	215	303	303	17	320	
TOTAL REGION 4	1,944	1,944	155	2,099	7,155	7,155	407	7,562	
5H0 SACRAMENTO	415	415	161	576	767	767	167	934	
5K0 HAWAII	28	28	11	39	104	104	23	127	
5L0 LOS ANGELES	708	708	275	983	2,631	2,631	573	3,204	
5M0 SAN DIEGO	212	212	82	294	831	831	181	1,012	
TOTAL REGION 5	1,363	1,363	529	1,892	4,333	4,333	944	5,277	
TOTAL U.S.	13,505	13,505	1,495	15,000	44,754	44,754	3,246	48,000	

*MILITARY ALLOCATIONS ARE INCLUDED IN REGION TOTALS

2071656379